

10
7

THE TEAM OWNERS' REVIEW

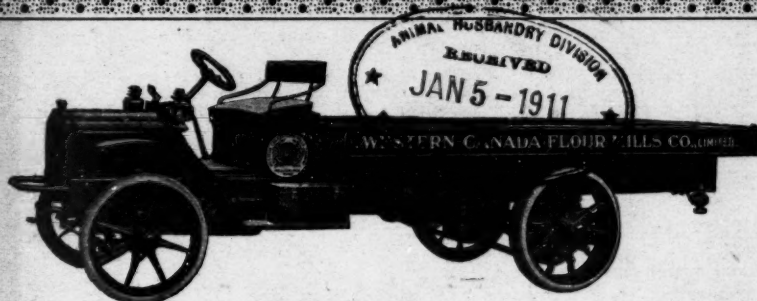
LIBRARY

RECEIVED
JAN 7 1911

U. S. Dept. of Agriculture.

Official Organ: The National Team Owners' Association.
American Association of Transfer Companies.

U. S. Department of
Agriculture.



THE SUCCESSFUL TRUCKS.

WHEREVER trucks are found—wherever men need to transport merchandise, there, **WHITE TRUCKS** are successful. By successful, we mean that they do the work better, faster and more economically than teams. Trucks like the White, built on honor—the kind of honor that uses the highest grade of heat-treated chrome nickel steels, wherever strength is required—that uses vanadium steels wherever hardness is required, soon save their owners the difference in initial investment over teams. White trucks save because not only are they built right, but the principle of the engine is right. The long-stroke engine in modern engineering is the longest step forward ever made in gasoline engine building for economy's sake. If motor trucks cannot make a saving in your business they are extravagant expenditures, but White trucks do save, consequently, they are the wisest investment a firm or individual can make.

Let us tell you of the actual experience of owners with White trucks—let them give you details of up-keep costs. Your business judgment will dictate the rest.

The White  Company

858 EAST SEVENTY-NINTH STREET, CLEVELAND, OHIO.

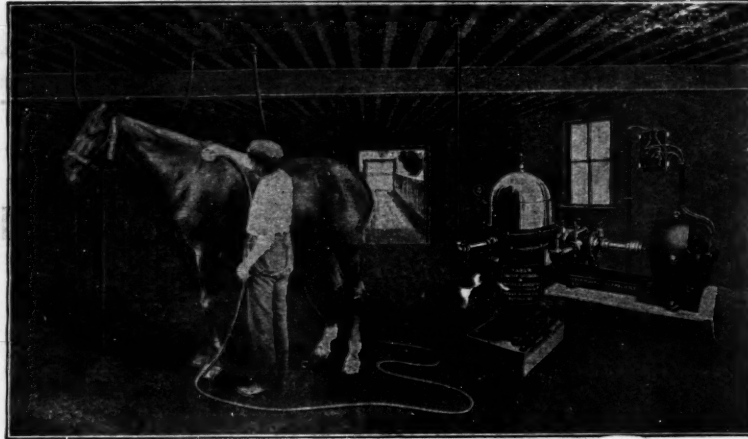
JANUARY, 1911

THE TEAM OWNERS REVIEW.

TABER VACUUM HORSE GROOMING MACHINE

Manufactured by **TABER PUMP COMPANY, BUFFALO, N. Y.**

Illustrated Printed Matter Sent
Upon Request.



Grooming Capacity
15, 30 or 60 Horses Per Hour.

AGENCIES :

John V. Knoth,
22 Whitehall Street,
New York, N. Y.

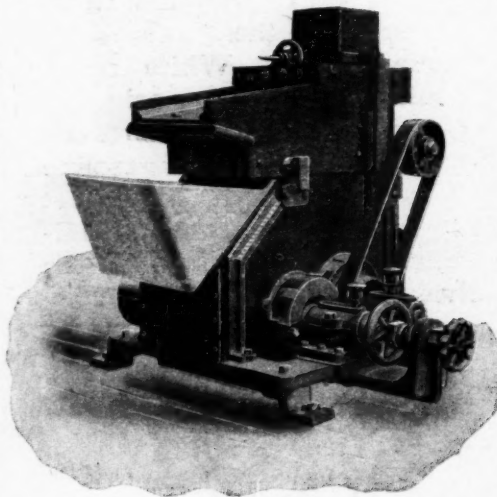
Chas. H. Caspar,
West End Trust Bldg.
Philadelphia, Pa.

Sturm Supply Co.,
406 Second Nat. Bk. Bldg.
Cincinnati, Ohio.

Fred M. Kimball
46 Cornhill,
Boston, Mass.

E. O. Heinsdorf,
1530 N. Halsted St.,
Chicago, Ill.

The Bell Oats and Corn Crusher



Why buy an Oat Crusher just simply to crush oats, and when you want to crush corn buy another. The Bell will crush either oats or corn, and do it with less power than any other Crusher on the market. We guarantee by feeding your horses grain coarsely crushed with the Bell Oat & Corn Crusher, a saving of 15 per cent. over whole or uncrushed grain feeding. We further guarantee our Crusher in every respect, and if it does not prove to be what we claim you do not need to keep it. We make six sizes under patent No's. 745560-798255.

When writing for catalog, state the number of horses you have and we will quote you price on a suitable size machine for your purpose.

W. L. McCullough Co., Ypsilanti, Mich.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

'PHONES: { C. D. & P. 28 COURT.
P. & A. 28 MAIN.



We are
The Original and Only
Manufacturers of the
Famous

STAG BRAND WATERPROOF

**HORSE
.. AND ..
WAGON
COVERS.**

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburg Waterproof Co.

435 Liberty Street, PITTSBURG, PA.

GIBSON OAT CRUSHERS AND CORN CRACKERS

With Automatic Feeder and Cleaner Attachments.

Guaranteed to save you 15 per cent. on
your Feed Bill and your
horses in better condition
every way.

Can We Do It?—Ask the man who
owns one.

**Hundreds in use all over the
United States and Canada.**

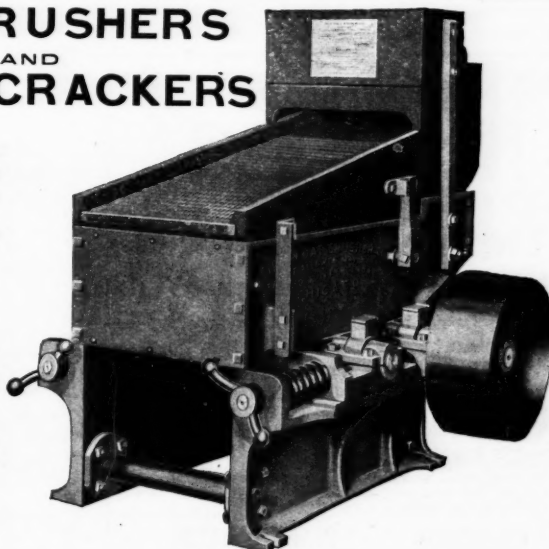
Warning We are the originators of Crush-
ed Oats Horse Feed, and own
and control the basic and only
valid patents.

Infringers—like other parasites abound.
Beware of buying an infringe-
ment, users are liable for
heavy ROYALTY FEES.

GIBSON OAT CRUSHER CO.

Patentees and Sole Manufacturers,

1530—1532 McCormick Bldg.,
CHICAGO, U. S. A.



Patented June 8, 1909.

Requires less power and costs less to maintain—
GUARANTEED FOR A LIFETIME.

CAN BE OPERATED IN ANY STABLE.

Write for Catalog F.
AGENTS WANTED.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

The TIMKEN ROLLER BEARING CO.

MAKERS OF TIMKEN ROLLER BEARING AXLES
for **WAGONS** and **CARRIAGES**



A Set of
TIMKEN AXLES
will save you
these two
Horses.

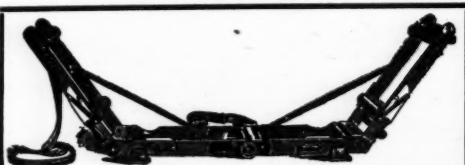
This statement is based on the experience of
thousands of users.

New Catalog and Price List upon application.

Are your Wagons equipped with **TIMKEN**
ROLLER BEARING AXLES?

The
Timken Roller Bearing Axle Co.,
Canton, Ohio.

Branches { 10 E. 31st St. New York.
429 Wabash Ave. Chicago.



The Genuine Reynolds Combination Piano Mover

Do not be Deceived into buying
an Inferior Mover. The Best
is what you want.

We make them with all latest improvements and
can quote you interesting prices on a piano mover
or cover.

Mover is made of selected hickory and is thor-
oughly ironed, bolted and padded. Provided with
ratchets so that it can stop with safety at any point.
Adjustable to all kinds and sizes. Our mover avoids
all danger of injury to the piano and saves two-
thirds of the labor.



PIANO COVER

Made of waterproof canvas
and lined with canton
flannel. Write to-day for
free catalog.

We also manufacture Piano Hoists.

SYCAMORE WAGON WORKS,

112 Edwards St.,

Sycamore, Ill.

"BE GOOD"
TO YOUR HORSES
USE FRAZER'S AXLE GREASE
AND MAKE IT EASY FOR THEM.



Recognized as the **STANDARD** Axle Grease
of the United States.

Many Thousand Tubs of this Grease are sold weekly
to the Truckmen of New York City, their Trucks are
loaded heavy and a saving of both time and money
is made, one greasing lasting two weeks or longer.
Ask your dealer for **FRAZER'S** with label on. It saves
your horse labor and you too.

FRAZER LUBRICATOR CO., 83 Murray St., New York.
142 MICHIGAN STREET, CHICAGO.



SOLD BY HARNESS DEALERS 3 OZ. BOX,
10 CENTS. 5 POUND PAIL, \$1.00

"Please ship us a five-pound pail of U. S. Metal Polish Paste. It is the best I ever used in all my experiences. Yours truly,

W. T. McFALL,
Prop. The Eureka Hotel, Abbeville, S.C.

An Advertisement in the TEAM OWNERS
REVIEW brings results.

A TREATISE on the Horse— FREE!

We offer you free this book that tells you all about horse diseases and how to cure them. Call for it at your local druggist or write us.

KENDALL'S SPAVIN CURE

is invaluable. It cures Spavin, Curb, Splint, Ringbone or any other lameness, quickly and safely at small expense. Read what W. T. Sadler, Atlanta, Ga., care of Allen's pharmacy, writes:

"Your Treatise on the horse received and contains many good formulas for treating stock. I have sold many bottles of your Spavin Cure and have never had a complaint from a customer."

And Mr. Wm. Booth, of Gravette, Ark., writes:

"Your book is worth \$5.00 if only used as an aid in locating lameness. Shoulder lameness is the most difficult for an inexperienced man to locate. It is easy, however, with the help of your book."

Kendall's Spavin Cure is sold at the uniform price of \$1.00 a bottle, or 6 bottles for \$5.00.

If you cannot get it or our free book at your local druggist, write us.

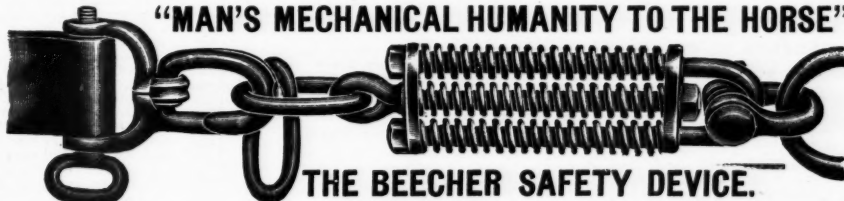
DR. B. J. KENDALL COMPANY
Enosburg Falls, Vermont, U. S. A.

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"



THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop.

LET US HELP YOU SAVE YOUR HORSES, HARNESS AND WAGONS



New offer and price list upon application.

With our TRIAL OFFER we are making
To convince the Team Owners and
Wagon Makers the Merits of our

ROLLER FIFTH WHEEL.

EMPIRE ROLLER FIFTH WHEEL WORKS,
314 York Street. QUINCY, ILL

ST. LOUIS TRANSFER COMPANY, ST. LOUIS, MISSOURI,

Agents For All Railroads Terminating at East St. Louis and St. Louis.

GENERAL RECEIVERS AND FORWARDERS,
RECONSIGNMENT AND DISTRIBUTING AGENTS,
EXTENSIVE STORAGE WAREHOUSES,
PASSENGER VEHICLES TO AND FROM UNION STATION,
BAGGAGE CHECKED FROM RESIDENCES AND HOTELS,
BAGGAGE AGENTS ON ALL INCOMING TRAINS.

General Office: 400 SOUTH BROADWAY,

Passenger Office: 506 CHESTNUT STREET.

G. J. TANSEY, PRESIDENT AND GENERAL MANAGER.

BATCHELDER & COLLINS
Brick, Cement, Lime, Sewer Pipe, Etc.

Norfolk, Va.

Auburn Wagon Co.,
Martinsburg, W. Va.

Gentlemen:—Replying to yours of the 9th inst., we have had ample opportunity for a most thorough and accurate test of both the convenience of operation, the strain upon team in handling loads, and the wearing qualities of the 20th Century Automatic Rear Dump Wagon manufactured by you, and after an experience with them covering 24 months, with four of these Dump Wagons in daily use, hauling 2½ ton loads, have no hesitation in pronouncing them "the most satisfactory wagon used by us in an experience covering the past forty years."

(Signed) BATCHELDER & COLLINS

LOS ANGELES BRICK CO.
Office 503 Security Building
Los Angeles, Cal., Nov. 26, 1910.

Messrs. E. P. Bosbyshell Co.
Los Angeles, Cal.

Gentlemen:—We have used the 20th Century Dump Wagons, purchased of you, with entire satisfaction.

Yours truly,
LOS ANGELES BRICK CO.
G. D. Cadwalader, Secy.

20th Century Automatic Rear Dump Wagon



Cut shows flare sides for Coal
Made with straight sides for Brick

Close coupled, light draft, simple in construction, works smoothly, dumps easily. The newest, latest and best dump on the market for sand, coal, brick, etc.

Read what some Users say, then Write For Complete Catalogs Nos. 10 and 11 and Price Lists.



SMITH & REIFSNIDER
Lumber and Coal.

Westminster, Md., Oct. 13, 1910.
Victor Cushwa & Sons,
Hagerstown, Md.

Gentlemen:—In reply to yours of the 11th, we beg to advise we are using one of the "20th Century" Wagons for handling Sand, Stone and Bituminous Coal with excellent results. In our opinion it is far ahead of any dump wagon we have seen for the above named purposes, and we expect to duplicate the wagon within a short time.

Very truly yours,

(Signed,) SMITH & REIFSNIDER.

SIMONS BRICK COMPANY
Manufacturers of Common Brick, Pressed Brick, Mission Tile and Fire Roofing.

Los Angeles, Cal., Nov. 18, 1910.
Auburn Wagon Co.,
Martinsburg, W. Va.

Gentlemen:—We are using fifteen of your 20th Century Dump Wagons for hauling brick, and wish to say that previous to getting these wagons, we had tried everything new and old in that line, and had practically abandoned the idea of ever finding a dump that would do the work, but E. P. Bosbyshell of our city induced us to try one of these wagons, and one trial was enough.

Since then we have been replacing all our wagons with the 20th Century Dump Wagons, and we take great pleasure in recommending them to everyone needing a wagon for such work. Yours very truly,

(Signed,) SIMONS BRICK CO.
by J. Simons, Pres.

The COMMERCIAL VEHICLE

Published Monthly.

231-241 West 39th St. New York.

Team owners and livery men throughout the country are seeking exact information about motor driven vehicles. This can be found in the pages of "The Commercial Vehicle" which are devoted exclusively to commercial motor vehicles. The subscription price is Two Dollars a year. A sample copy will be mailed to any address on receipt of request.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

THE TEAM OWNERS REVIEW.

A Monthly Journal published in the interest of The Team Owners of the United States and Canada.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE.

Vol. X.

PITTSBURGH, PA., JANUARY 1911.

No. 1.

OFFICIAL NEWS

PER CAPITA TAX.

Several Associations have not yet sent in their per capita tax report due this office Nov. 1st. I wish the secretaries would attend to this at once. This being Christmas month all team owners are as busy as they can be, but a number of inquiries from different parts of the country indicate they are thinking about the Association. I hope to be able to report an increase in the number of Associations next month. I trust that the coming year will be a prosperous one for our Association, and that all will work to increase our membership.

Wishing all members everywhere a Merry Christmas and a Happy New Year, I am,

Yours truly,

W. T. BANCROFT,

Secretary N. T. O. A.

EXPRESS DRIVERS LICENSES.

Companies Demand Relief From Ordinance— New York City Argues Against Them.

Argument was heard in New York, by Judge Lacombe, on the motion of the Wells Fargo the United States and the Adams Express companies, against the City of New York, Mayor Gaynor and Police Commissioner Cropsey for an injunction to restrain them from arresting drivers of express

wagons because they have no license and also from impounding express wagons which bore no license number. William D. Guthrie represented the Adams company and Walker D. Heins represented the United States and the Wells Fargo while the city was represented by Corporation Counsel Watson.

Counsel for the express companies stated that they were engaged in inter-state commerce and that the employes of the company and the vehicles were not subject, under the provisions of the inter-state commerce law, to local ordinances. It was claimed that to subject the drivers to arrest for this reason would cause the company loss because of the detention of baggage shipped in the care of these drivers.

Corporation Counsel Watson said that many of the express drivers, in fact the majority of them had procured licenses and it was only just that all of them should do so. He said that the city ordinance had been passed upon by the courts as legal and that all drivers of public wagons or trucks were required to take out such license. Counsel on both sides submitted briefs and Judge Lacombe reserved decision.

WAREHOUSEMEN MEET.

Information reaching this office about the last convention of the American Warehousemen's Association, which was held in Washington, D. C., the first week in December, is to the effect that the meeting rivalled in success any of the previous meetings. The attendance was large and the subjects coming under discussion were full of merit and proved unusually interesting.

EXPERT OPINIONS

AS TO THE STATUS OF THE TEAMING BUSINESS DURING LAST YEAR THROUGHOUT THE COUNTRY AND THE PROSPECTS PRESENTED FOR THE FUTURE.

THE MOST INTERESTING INFORMATION TO TEAM OWNERS.

In order to give our readers an idea of the general status of the teaming industry throughout the country during the last year, THE TEAM OWNERS REVIEW wrote some time ago to many of the most prominent team owners in various parts of the United States asking for an expression of opinion on these points, so interesting to every man in the trade. It seems to be natural for every man in business to evince an anxiety as to how others in the same line have done. We have received a number of responses, which are printed in this issue, that will give the reader a very fair notion of how the team owners throughout the country have prospered. Besides that, many of the letters contain other valuable information. Taking it all in all, THE TEAM OWNERS REVIEW believes it has furnished its readers with a lot of facts, that will be greatly appreciated:

PRESIDENT HUPP TEVIS.

Mr. Tevis gives a retrospective view of the teaming business and expresses himself most hopefully for the future.

As the year 1910 draws to a close it would be well, perhaps, to give expression to our views as to the teaming business during the year.

My own experience has been, and my personal observation also leads me to a belief that this has been the most active and I believe the most profitable year in our line of business in this whole western country. Locally I am sure such is the case, and wherever I have been, especially since our last National Convention, I have been impressed with the general activity experienced by all transfer companies.

Work has been plentiful, weather has been suitable for the carrying on of our business, and uniform harmony seems to have pervaded our whole section of the country. It is true wages have been advanced during the past year until now they are higher than they have ever been known to be in the teaming business. But feed, since the harvesting of the new crop on the average has been cheaper

than for several years. This is not true of hay, but of oats and corn, oats being at least 40 per cent. cheaper than at any time for twelve months previous to the harvesting of the 1910 crop.

Horses are higher than ever and our business seems to demand a better grade of horses to do the work which makes the cost or purchase price much greater than ever before. This is not what some people would have believed two years ago, nor even one year ago when it was thought that the auto truck would make such in-roads in the handling of merchandise. I must confess that I fail to see the practicability of the auto-truck for the merchandise haulers who have a general shipping business to do to the various freight houses, from various store doors, in lots of less than three or four tons to the load, because as is a well known fact, the majority of shipping is done in the last three hours of the day which causes congestion at all the freight house doors, and an auto-truck cannot be as satisfactorily handled at these congested points as a team of horses, so that my advice to the farmer is simply this: if it pays you to raise horses at the prices you have been able to dispose of them for in the last five years, keep it up; you will certainly have

a good demand for all the first-class stock you can put upon the market.

With all the good things I have said about the past year and the prosperous business we have had, I must confess that we are hauling at practically the same rates that we secured in years before. As far as I know, the rates have not been increased, but I am frank to confess that I do think that we ought to get greater remuneration for the work that we do, especially when the risk is so great and the business seems to become more hazardous day by day.

I desire further to say that I am still an optimist and believe there is a great future for the teaming business and cannot see why the year 1911 should not be as prosperous as the one that is now closing, and I recommend that we practice good cheer whatever our luck may be, and try to look upon the bright side of everything.

HUPP TEVIS.

IN SAN FRANCISCO.

The business last year has been fairly good and the prospects are bright.

Another year has gone, and once again the drayman is called upon to review his ups and downs of the past twelve months. From appearances, we here seem to have had a fairly successful year. The population of our city and state is rapidly increasing. This means theoretically, an increase of supplies of all kinds. This actually was our case last year. Crops throughout the state were above the average in quantity, and prices were fair, so that ready transfers were made. Large quantities of freight in transit as well as for local delivery, meant much work for somebody, and our draymen were called upon to do their share. It is true the processes for handling freight are undergoing constant changes and these changes seldom, if ever, work out to the advantage of the drayman. He may do work for as good or even a shade better figure than the railroads, yet the preference is gen-

erally given his larger competitor. The patronage of spur tracks and lighters is evidence of this fact. Yet with that constancy of purpose and honest determination, always necessary to success, the drayman as a rule wins at least a living share. He is both by birth and education less lavish in his tastes and desires than his more affluent employer, and as a consequence finds happiness and contentment on less returns from his more humble pursuit.

Out here the auto-truck has not yet made much progress. Quite a number of light deliveries are being made by the lighter conveyances, but our horse-drawn rigs have not yet begun to feel the effects on the transfer of heavy freights.

Our association may count 1910 as one of its good years. Through its efforts much good street work was done, and the installing, as a direct result of its work, of many sanitary water troughs for the teams in different parts of our city, is a topic of most favorable comment among all who are interested in the use of horses. Our enrollment has been increased by the admission of several new members. Our relation with our drivers has been of the most friendly character. They have made no unreasonable demands, and our members have kept faith with them. Our relations with the railroads and other shipping concerns have been along the lines of good common sense. On several occasions the railroads, before introducing changes in their methods of handling freight here, have consulted the office of the Draymen's Association, and we in turn have gone to them with suggestions and requests, as to the best methods of getting results. In this way friction has been avoided and the best interests of the drayman have been preserved.

F. J. D.

THE TEAM OWNERS REVIEW cordially acknowledges the receipt of a useful desk calendar from the Sheldon Transfer Company, of Holyoke, Mass.

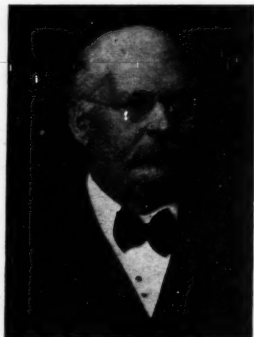
USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

MR. MARTIN OF BUFFALO.

Mr. Martin gives some general ideas of great value and suggests specific remedies, that are of absorbing interest to every team owner.

As this has been a prosperous year with the members of the Buffalo Trucking Association, all join in wishing you and all members of the National Team Owners Association a Merry Christmas and a Happy and Prosperous New Year, and hope the year 1911 may bring additional prosperity and happiness to all.

As the years roll by one who has attended the National Conventions recalls the many friends who have met and discussed



R. G. MARTIN.

and advanced the different methods of carrying on the business of the teaming trade in the various cities of the United States, recalling also the many arguments advanced as to the best method for handling merchandise that the financial results to the owners of teams may be the most beneficial, and the best method of dealing with the various railroads and boat lines to get the very best results in obtaining help to receive and deliver freight, both in C. L. and less than C. L. shipments; to obtain good roads along all team tracks; to work in harmony with large transportation companies, all of which has been a success.

To-day nearly all the roads along all team tracks in the city of Buffalo are in fine con-

dition. Help is furnished by all the large transportation companies to handle incoming and outgoing freight promptly. Where it is necessary to make complaints it is only a question of a very short time when a way is found to adjust them. This, together with assistance of the city officials to regulate traffic on the public streets, has been very beneficial to all team owners. These results have been brought about by organization, talking over and reasoning together, getting the ideas of all and finally utilizing the best ideas advanced to place our grievances before the parties against whom we have a grievance. The results in all cases are good. While on the other hand, should each individual present a grievance alone he could accomplish nothing. The National Association is strong, has done and can do much good. I had hoped to see the membership double what it is. It should have been doubled; the finances should have been ample to accomplish the very best results had all local associations and all team owners put their shoulders to the wheel and kept it moving. The officers can do little without the assistance of all the members. This applies to both National and local bodies. All the presidents of the National Association have been able and conscientious men; men of ability who have done their utmost to make the National Association strong and powerful. Only a small majority of the team owners belong to a local, and many locals by not becoming members of the National withhold their influence and assistance. This is not as it should be.

In conclusion, I wish to urge all members of the local associations who are not now members of the National to send in their applications and become members. I also urge all members to assist the officers. They are worthy of your best efforts in every way possible. That the next convention may be the largest and the results be the most beneficial to all, and wishing all a happy and prosperous New Year, I am,

Very truly yours,

R. G. M.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

A BOSTON AUTHORITY

States that the business during last year among team owners has been above the average.

In reply to yours of December 1, in regard to the status of the business of last year, will say that in Boston we consider it has been above the average. Everyone has been busy and the business has come along fairly steady.

Good horses are as high as ever but not selling as fast. It is a great advantage to team owners to be able to obtain hay and grain at a little less cost, especially grain.

Of course, the trucking business feels the depression of business more than any other line of industry for when manufacturers stop shipments, it is felt immediately.



W. D. QUIMBY.

In regard to next year, we are looking forward with great hopes of it being a good year but we are not so sanguine as to the results of the business. The political situation being somewhat unsettled, I think it is early to prophesy as to the business for the year to come.

In consulting with different interests in

Boston, the opinion seems to be divided as to the outlook for the coming year.

W. D. QUIMBY.

THE GOOD OLD DAYS.

With all the improvements made in modern railroading the freight handling service is no better than it was 30 years ago. The Interstate Commerce Commission does not seem to have helped much. An old time New England team owner talks interestingly of the conditions of the transportation business.

BOSTON, MASS, Dec. 13, 1910.

It has been some time since I have seen or heard from you. We receive the paper each month and that reminds me of you. I look forward to receiving it for we hear of things at home as well as abroad by reading it.

Our association is still alive and still trying to improve our conditions, but find it slow work. Our railroads of both North and South have amalgamated into one. The Boston & Maine R. R. some years back commenced to eat up other roads and as they had good appetites they kept eating until they had swallowed one hundred and twenty-five railroads; and now she has been swallowed herself and all her tributaries, by the New York, New Haven & Hartford, which road monopolizes about all transportation lines east of New York except the New York Central lines. Now what the result is going to be for the people of the East is a question.

The transportation business as far as passenger service is concerned has greatly improved in the past forty years. One can scarcely realize the difference in our comfort of travel at the present time and the mode of travel forty years ago. But I am sorry to say the freight service has not improved. We have larger cars, we have better tracks, and, in fact, all modern improvements except the dispatch and handling of our freight. Thirty-five years ago it was possible to take freight from some of our large mills in cities and towns twenty-five or thirty miles out of Boston, load them into cars by ten A. M.;

they would arrive in Boston by twelve M.; the cars would be placed, unloaded, loaded onto teams, carted across the city, put on to one of our New York lines before two-thirty P. M., and those goods would arrive in New York City the following morning by seven A. M.

Now compare that service with the service of to-day. It is not possible to do that at the present time. Goods have to be shipped, say this P. M., will arrive in Boston on the following morning; you will get your car placed at any time between seven A. M. and five P. M. of that day. Very often we are unable to get goods to go forward on the New York lines on the day of arrival. Some of our merchants and truckmen have abandoned the idea of trying to get their cars placed and shipping their goods on the day of arrival. Now, with the boast of so many improvements this is rather a serious menace to business.

Then in times past we could meet an agent and could get results. At the present time if we make a complaint we are received with the utmost courtesy, for the roads have very fine men to meet, and they tell us our complaint is a just one and they will see what can be done. They will also add that you should have such and such service. You go back to your association with the report, all feel happy; then all wait for the improvement. One, two, three, four, five, six years. During these years all the officers that you took the matter up with have gone. Some have died, I hope Christian men. Some have resigned, I do not know for what reasons. I often wonder why they resign from such good positions. It may be like a chap that used to be around town but never seemed to have a steady position. He was very capable, he had a very nice position at one time, but it was the same old story, he didn't keep it long. Some of the boys asked him what the trouble was. He said they said something to him he didn't like. The boys wanted to know what it was. He answered, they told him that they did not want him any longer.

I don't know whether the case is similar

with railroad officials or not. But I do know that the roads have a new excuse in not granting a great many things. They say the Interstate Commerce Commission will not let them do thus and so. It was supposed at first that the Interstate Commerce Commission was appointed for the benefit of the people in improved service. But where, tell me, does the benefit come in for the people.

To illustrate: Certain truckmen who were handling perishable goods had the employees of the railroad post a list of their goods. These men were allowed to look over way-bills, get car numbers, enabling quicker dispatch in delivering their goods, but they discovered that the Interstate Commerce Commission wouldn't allow such things and they were liable to a fine. So the men were ordered outside and to await the will of our friends, the railroad officials. But we will cite another instance: When the Interstate Commerce Commission ruled that the road should furnish labor to load and unload bulk cars they don't seem to be afraid of any fine or penalty in this line. And you can load and unload as many cars as you please and you will find it very hard for them to consent to give you any help in loading or unloading. Now, why is it they are so afraid of one matter and not afraid of the other? Is it that they have an understanding with the Commission, or what is the reason?

In regard to the Commission I would like to have a case cited where they can be approached and will answer any question in regard to railroad matters. The secretary of our association wrote the Commission some two years ago in regard to the liability of railroads in the delay of freight. They have never seen fit, yet, to answer his question. This does not show that they are to give the people much or any information.

A. GRIMES.

A MEAN MAN.

"Hubby, do you remember that you proposed to me six times?"

"Yes, I was a big dub, wasn't I?"

VICE PRESIDENT GOLDBERG.

Mr. Goldberg pronounces last year as the best for the teaming industry in York City and prospects most promising.

Yours received and no doubt you know that it is a pleasure for me to do anything I can for your paper and yourself, and this applies to your last request. The past year started off with the danger signal flying before us, but with steadfast attention to our business



ISAAC GOLDBERG.

and the courage and confidence displayed by our merchants, we have been enabled to pass through that danger zone to the extent of enjoying the best year in the teaming industry. The prospects for the future are in line with those of the past (one of progressiveness), which cannot be denied the American public, with their strong desire for advancement. I am more than pleased to have this opportunity of expressing my thoughts, especially through your most valuable REVIEW, on this subject.

In conclusion, I believe the future has plenty in store for all of us in this great nation.

Wishing you and all the team owners of this country a Merry Christmas and Happy New Year, I remain,

ISAAC GOLDBERG, First Vice Pres.
National Team Owners Association.

COLOHAN OF CHICAGO.

Mr. Colohan gives the readers of THE REVIEW a very interesting account of the teaming business during the last year in the Western Metropolis.

I really don't know what to say to yours of recent date. Speaking for myself I can truthfully say that the year 1910 has been the best year I have ever had, and the year 1911 looks even better to me.

During the year just about to close I think the teaming trade on the whole has been fairly good here in Chicago. This is remarkable when you take into consideration the amount of freight that is moved here by the Tunnel and the Litherage, but then the city is growing so fast that if at the present time all the freight now being moved via the Tunnel and Litherage had to be teamed, I don't know what would become of us. We would not be able to handle the business at all; especially is this true of our down-town or loop district, where conditions at the present time are very much overcrowded.

I think the team owner of the present day must be up-to-date in his business methods, for he is the fellow whom nobody waits for. Poor old Mr. Team Owner must be Johnnie on the spot, or somebody else gets the biz.

Take the railroads: they give the merchant his carload of goods when they get to it, and just as soon as they place the car on track, woe be to Mr. Team Owner if he doesn't have his teams right there to move the goods at once. Or take a local shipment, the railroad notifies the merchant they have a small shipment ready for delivery. Mr. Team Owner is notified at once; he sends his team to the freight house post haste, and when the teamster gets to the freight house, some freight clerk tells him the goods are out in the yard somewhere, and can't be delivered until the next day. Who is the loser? Nine times out of ten the team owner. In my own business when cases of this kind come

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

up I charge up the time lost to the merchant, and tell him to file claim for the amount he pays me. This is one of the bad features of the trade I hope to see remedied in the near future.

I hope to see every man engaged in the trade a good association member, in every respect, not only paying his dues but attending every meeting, and not leaving the bulk of the work to be done by a few hard working members, because I think the associations in the future will be even more valuable than they have been in the past, and that's saying a good deal. This is something which you in your valuable paper cannot preach too much about, for the associations which have sprung up all over the country have been the salvation of the trade.

Then there is the National; kind of young yet, but will grow fast if every team owner will just put his shoulder to the wheel and give just a little push, and I am confident the National will become so strong in the future that I guess we will feel like we had a big brother at our back, when anybody says fight.

Last but by no means least, every team owner should have a copy of your very valuable paper on his desk, for in this way only can he keep posted on what's going on around him both at home and abroad.

Wishing you a Merry Christmas and a Happy and Prosperous New Year, believe me, I am,

Yours very truly,
W. J. COLOHAN.

IN A FLOURISHING CONDITION

Is the teaming business of Detroit, according to one of the oldest firms.

Replying to yours of December 1, requesting an expression in regard to the business conditions in the cartage line in the city of Detroit, I wish to say that the cartage conditions in Detroit at the present time are in a very flourishing condition. The year just

past has been one of the best in the history of our city. We may account for some of this business to the enormous output of automobiles, for which the city of Detroit is famous throughout the United States. At the present time, however, the automobile industry does not give to the teaming companies of the city but a small portion of their work, as all of the larger automobile companies are now operating power trucks. There are, however, a great many companies depending on the automobile industry for their existence; these companies are patronizing the teaming companies considerable.

Trucking in all other lines, however, seems to be equally as good and the outlook for a busy winter in the city of Detroit is very bright.

Hoping that all other team owners throughout the country may be able to give you as favorable a reply on conditions in their localities as it seems to be here, I will now close with best wishes for a successful year for THE TEAM OWNERS REVIEW.

MORETON TRUCK CO., LTD.
Foster Moreton.

ST. LOUIS SATISFACTORY.

Mr. Tansey, president of the St. Louis Transfer Company, tells the readers of THE REVIEW about the teaming business in that city.

The year 1910 has been a very satisfactory one in St. Louis in so far as the teaming business is concerned. Voluntarily the team owners of this city made an advance in the drivers' wages of approximately 10 per cent. at or about the time the railroads made advances in the wages of employees.

The price of horse flesh has in this market maintained a high average throughout the year and the cost of feed has been approximately the same as the preceding year.

The re-surfacing with wooden blocks of many of the down-town streets heretofore paved with granite blocks has worked a hard-

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

ship on the team owners and the substitution has not met with the approval of any of those who employ horse-drawn vehicles.

St. Louis has been fortunate in that there have been no labor disturbances during the year past in the teaming business and very little if any in other lines of trade. This has been largely due to the consideration of the employers and the fact that they have co-operated on all general questions involving the employment of labor or the consideration of wage scales.

St. Louis has been singularly free from diseases or epidemics among its live stock and the general condition of all the horses seen on the streets is far better than it was a year ago. The great bulk of the business of the city in 1910, both in and out-bound, has shown a gratifying increase over 1909, and the prospects for 1911 are excellent.

Thefts from railroad platforms, wagons of the transportation companies and the merchants, which are always a matter of serious consideration in every large city, have led to the active co-operation of the railroads, merchants and teaming and transportation companies in concerted prosecution of offenses of this kind with the probability that in the future similar losses will be greatly reduced at this point.

G. J. TANSEY.

MR. WILLIAM A. BECKER.

Mr. Becker, one of the oldest team owners in Philadelphia, received his share of business last year.

In reply to yours of the 1st, would say that what I have heard from others I received my share of the business in this section, and the way it looks for the coming year.

Horse flesh and feed retain their present prices. All the team owners will have all they can attend to.

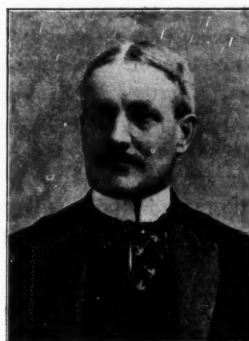
I am an old hand at the business, but still learning.

WILLIAM A. BECKER,
343 N. 4th St., Philadelphia.

MR. J. H. WILKS.

Mr. Wilks of New York City has some compliments, but looks for a better and brighter prospect in 1911.

Replying to your inquiry regarding business for past year, would say with me the volume is slightly below last year, with cost to do same a little more. Distances on city deliveries are growing longer, and we can get no increase on price for doing same; this is



J. H. WILKS.

also true on work from foreign steamers—they have moved further up-town. The French Line is now located at 44th street, N. R.

From talking with many of my customers I look for a better business in 1911.

Wishing you and THE TEAM OWNERS REVIEW prosperity, I remain,

Sincerely yours,

J. H. W.

HANDLING FREIGHT BILLS.

Another expert gives interesting hints as to the best manner of handling accounts.

We were very much interested in the article of Mr. Thomas B. Crutcher in the December TEAM OWNERS REVIEW on the handling of freight bills.

We have been handling freight bills in a similar manner to that described in Mr. Crutcher's article, but without the use of a

sepcial adding machine, and as no doubt many of the members would be interested in adopting this plan on the regular adding machine, we are describing our method.

When our freight bills come to us from the railroad companies, after proper auditing, the total amounts of freight bills for the respective railroad companies are entered on the debit side of a scrap book used for this purpose. We then add our hauling to the freight bills from the copy freight bill, which the driver has the customer sign on delivery of freight. These copies are then filed in an envelope bearing each regular customer's name, which makes our record in case freight bills are lost. After the hauling is added to the freight bills, we draw this amount off on the adding machine, and enter on the debit side of the scrap book mentioned above. We then total the freight bills with the freight and hauling to prove that additions have been made correctly, and enter on the credit side of scrap book, this amount being the total to enter on journal.

By handling the freight bills on a debit and credit, in case freight bills are to be returned for correction or any changes to be made in bills, entries can be made, and as long as we balance we are positive the transaction is handled correctly. Owing to the records we have for our freight bills thus far, it is only necessary to list each customer's bills on the adding machine, and make out an invoice in duplicate for the total amount either on typewriter or by hand, the original invoice going to the customer with freight bills, and the copy invoice into a loose leaf ledger as the ledger sheet. When payment is made, it is only necessary to stamp this duplicate invoice "Paid," and put the same into a closed ledger. We balance our ledgers weekly, as it seldom takes more than an hour's time, and in this way you are always positive that you are getting all the money back that you pay out for freight, and that you are getting hauling on every freight bill that you pay for.

COTTER TRANSFER & STORAGE CO.
W. LEE COTTER.

IN THE AUTOMOBILE CITY.

Team owners had to turn away business in the beginning of the year, but towards the end it fell off.

The teaming business in the past year has been very good. During the fore part of the year it was necessary to turn away business. The demand for teaming in the city of Detroit up to August first was very great. Every cartage company was hiring all the teams they could secure, and then did not have enough to supply the demand. The last four months of the year have not been quite so good as the first six months.

The automobile business in this city, whose interests have been considered very much of a boom, has resulted in a boomerang. There have been quite a number of these concerns go to the wall as a result of a slump in the automobile manufacturing, and it has had its effect upon all lines of business; however, the year will end up as one of considerable prosperity for all the cartage companies.

The result of the great demand for teams in the past year has caused the horse market to rise considerably. A good draft horse could not be bought for less than three hundred dollars (\$300.00) and prices ranging somewhat higher. The livery horses were priced in proportion, and the prices ranged very high. This indicates that the automobile truck business is not cutting into the teaming business as yet, although a large amount of automobile trucks are being manufactured here. For the present these machines cost too much money, as an investment, and the expense of running them is all together too much to permit of any great investment in them at the present time.

The business for the coming year looks very good. All lines of trade in this city are in a healthy condition, the building business especially, and the year will open with prospects for the teaming business looking very bright.

THE READING TRUCK CO.
Charles W. Hawkins, Secretary.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

SOME INSURANCE POINTERS.

A Wide-Awake Warehouseman Advances Some Interesting Ideas.

E. M. Radcliffe, of Radcliffe & Company, Grand Rapids, Mich., who is one of the most wide-awake men in the teaming trade, advances some very excellent ideas regarding fire proof warehouse and storage buildings and fire insurance, that no doubt will interest many other team owners.

"Contents" says Mr. Radcliffe, "needs insuring twice as much as the building itself. If warehousemen will cut down their insurance on buildings at least one-half and add the difference to contents, they would profit by our experience; for insurance companies *only pay for actual damage.*"

Then he goes on to say:

"If you ever have a fire, you will find that firemen do actually cut holes through floors in times of fire, thereby allowing the water to run to other floors, despite warehousemen's protest," as they did both at our fire and the big Bissell Carpet Sweeper fire in our city some time ago, and the best thing the writer ever saw to overcome this water damage was that one Chicago warehouse has a hole cut through the wall at the floor at the end of each isle, and on the outside of the building there hangs an iron covering, allowing one to put on a pair of rubber boots and sweep the water right out of the building in case of fire or cloud burst, before the water has a chance to soak into the goods in the open or closed pockets; hence, we are going to add this great feature to our building at the earliest possible moment."

THE CARE OF SICK HORSES.

Common-Sense Home Treatment Is More Reliable Than Some Doctors.

The liability of horses to accident or illness is certain to make it necessary at times to nurse and doctor them. I wish I could dismiss this part of my subject with the simple advice to call in a reliable veterinarian whenever a horse is ailing, for this, when

possible, is unquestionably the best thing to do. Unfortunately, however, regular veterinary physicians are rarely to be found outside of our large cities, and so the horse owner has his choice of doctoring the horse himself or calling upon the village doctor.

For the home treatment, which the impossibility of securing a good practitioner often makes necessary, the main thing to remember is that the horses are subject to the same ailments that human beings are and require the same treatment. This is really the keynote of all intelligent home treatment. For instance, if your horse sprains his ankle, use hot water freely for the first few days; combined with rubbing this is better than any liniment, though the latter is often advantageous later, when the worst of the inflammation has subsided. If he gets a cut or wound wash out all dirt with warm water and an antiseptic, sew up, if necessary, and continue antiseptic dressing. If he catches cold give a slightly laxative diet and keep him in as uniform a temperature as possible; and so on through the whole list of equine ailments. Study each case carefully, use your common sense, and remember that what would not be good for you under like circumstances is not good for your horse.

In giving medicine internally the dose should be from five to eight times the dose for a human being, according to the size of the horse and the character of his trouble.

Except in acute disorders, however, it is rarely necessary to give medicine. If the horse is "run down" "out of condition" or "off his feed" recourse should always be had to right diet and right exercise rather than to drugs.

If the instructions I have here given, which I have tried to make as simple as possible, are followed there will be little danger of the horse owner going very far wrong in his treatment. There will be, of course, some cases that he cannot correctly diagnose. At such times the only wise course is to make the animal as comfortable as possible and attempt no treatment whatever without the advice of a reliable veterinarian.

THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF
THE NATIONAL TEAM OWNERS ASSOCIATION
AND
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH

AT
705 RENSCHAW BUILDING,
PITTSBURG, PA.

BY
THE CONSOLIDATED PUBLISHING COMPANY, Inc.

ERNEST H. HEINRICH.....PRESIDENT-EDITOR.
S. ZINSEMEISTER.....SECRETARY.
W. D. QUIMBY,.....NEW ENGLAND REPRESENTATIVE.
79 Portland St., Boston.

Entered as Second Class Matter at the Pittsburg
Post Office.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.
To Foreign Countries, \$1.50 per year.
If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.

Card of rates sent promptly on application.
Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month.
Write on one side of the paper only.
Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,
PITTSBURG, PA.

Vol. X. January, 1911. No. 1.

With this issue THE TEAM OWNERS REVIEW enters upon the tenth year of its career, and we confidently believe all our readers will readily agree with us that our record is one to which we may point with pardonable pride. When this paper was first published it stated that our object would be to represent the team owners of this country, to support them, to defend them, to fight for them and to assist them in every way in the development, improvement and advancement of their business.

That we have carried out this principle to the letter is amply proved in the pages of our jour-

The National Team Owners' Association.

Officers:

Hupp Tevis, St. Louis.....President
Isaac Goldberg, New York City...1st Vice President
W. H. Fay, Cleveland, O.....2nd Vice President
W. J. McDevitt, Cincinnati, O.....Treasurer
W. T. Bancroft, Kansas City.....Secretary

American Transfermen's Association.

Officers:

L. H. Adams, Portland, Ore.....President
J. C. Howell, Chattanooga, Tenn...1st Vice Pres.
J. M. Dunn, Richmond, Va.....2nd Vice President
J. T. Sanderson, Colorado Springs, Col...3d V. Pres.
W. A. Brown, St. Joseph, Mo.....Sec'y & Treas.

nal. When we became acquainted with the teaming trade it was in a state of chaos. Every team owner was working for himself along the old rut of individual effort. Some made good but many of them failed. To-day the teaming industry of this country is united by a bond of organization through the National Association, by feelings of friendship and by sentiments of co-operation. Team owners all over the United States are acquainted with each other, consult each other and work together in the progress and betterment of their business conditions.

Even the most skeptical must admit that this could not have been accomplished except through an organ like this paper.

Many changes in the methods of the business have been brought about, because this paper pointed them out and suggested the improvements. Many a team owner is now saving hundreds of dollars in his business every year, because he got information in this paper, which enabled him to realize this saving.

Naturally we have accomplished this, because we were fortunate enough in obtaining at the very outset the confidence of our readers, and if there is one fact which gives us greater satisfaction than any other, it is that we never lost a subscriber because we failed to come up to his expectation, and we are proud of the fact that to-day our standing with the team owners throughout the country is stronger than it ever was.

It is needless to say that we are fully alive to the confidence placed in us and that we appreciate this confidence at its fullest extent.

That we shall strive to maintain this feeling

between our readers, the trade and ourselves, will be more than ever our aim in the future, and with this assurance we wish you all

A HAPPY AND PROSPEROUS NEW YEAR.

* * *

In another part of this issue of THE TEAM OWNERS REVIEW a letter will be found from a Cleveland correspondent, in which he states that someone told him, while speaking of this paper, that we gave more consideration to the motor truck than to the horse, or words to that effect. In order to make our position clear on this subject we want to say this:

It is scarcely necessary to point out to the readers of THE TEAM OWNERS REVIEW that the times are very rapidly changing as far as the teaming industry of this country is concerned, and we believe that this paper, as the organ of that trade, would be grossly failing in its duty were it not to call attention to these changes. It is probable that many team owners feel that any change in their business may hurt them, and of course anyone suffering in that manner has our profound sympathy. But as we have stated on many occasions it is time for the team owner to realize that in certain fields of hauling and transport work mechanical power has proved itself so efficient, so economical and so reliable that those who have once adopted it are not likely to ever again go back to the use of the horse for such work. At the same time there are many branches of the teaming industry in which the horse still occupies the chief place, and in which he is more than likely to maintain his own against the newer system of teaming. We express ourselves in this manner, because as the official organ of the team owners of this country we are interested in the horse only as far as it is the chief asset of the men in the trade. If all the team owners in the United States and Canada were unanimously to decide to-day or to-morrow to discard their horses and substitute some other type of hauling power, we should have no further interest in the horse from a business point of view. Our paper is the organ of the teaming trade; it is not the organ of the horse, or the wagon, or the feed, or the harness, *per se*. The object of our publication is and has been from

the very first number we have issued, to support the team owner and give him any information pertaining to his business. This is a perfectly straightforward and simple policy upon which we have persistently acted, and looked at in the right light our readers will see that it is the only policy which we can consistently adopt.

* * *

Although it is quite a little while yet until the next convention will be held in Kansas City, it is not too early to think about making preparations and arrangements for taking this trip, especially among the eastern members of the National Team Owners Association. Having this in mind, W. J. Colohan of Chicago has written to THE TEAM OWNERS REVIEW with the suggestion to have all eastern delegates come into Chicago, there join the Chicago delegation and then make the trip to Kansas City together. Mr. Colohan proposes to arrange for the train from Chicago, if he can get the eastern contingent to come in on this plan.

To us the idea seems a very good one, and, as Mr. Colohan says: "We would have a crowd large enough to get one of the 'swellest' trains that ever ran out of Chicago." But not only that, it would be a great advertisement for the National Association, and at the same time it would draw attention to the importance of the teaming trade in general.

It might not be out of place for the local associations in the east to discuss this subject at their next meeting, and let Mr. Colohan know the results of their action. His address is 7 La Salle street, Chicago. THE TEAM OWNERS REVIEW will also be glad to forward any communication to Mr. Colohan if it is desired. It is a good plan and well worth adopting.

The manager of THE TEAM OWNERS REVIEW acknowledges the receipt of a very neat little note book as a holiday remembrance from the Westheimer Transfer Company of Houston, Texas. The little book is full of valuable information with spaces to make memoranda for every day of the year, as well as colored maps of the United States and the rest of the world.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

MARKETS

Hay, Grain, Straw and Mill Feed.

NEW YORK CITY.—Hay and Straw: The market for hay was unsettled, with the trading light. The market for straw was steady, with a small trade.

Quotations: No. 1, \$1.07½@1.10; No. 2, 95c@\$1.02½; No. 3, 85¢@90c; clover, mived, 65¢@95c; clover, clear, 60¢@85c. Straw: Long rye, 55¢@60c; wheat, 40¢@45c; oats, 40¢@45c.

Seeds: Seeds at New York nominal.

Chicago timothy closed: Cash, \$8.00@9.75; March, \$10.25 bid. Cloverseed closed: Cash, \$10.00@14.25; March, \$15.00.

Millfeed: Feed was dull and unchanged.

Quoted: Coarse western spring, in 100-lb. sacks, to arrive, \$25.50; standard middlings, \$26.25; flour do., \$28.20; red dog, to arrive, 140-lb. sacks, \$28.35; oil meal, \$35.50@36.00; city feed, bran, \$24.15 in bulk; 100-lb. sacks, \$25.35@25.75; heavy feed, in bulk, \$25.15; 100-lb. sacks, \$26.75; middlings, \$23.75@30.00; red dog flour, \$3.00.

CHICAGO.—Oats opened slightly weaker under some selling by commission houses, December at 31¼c or ⅛c down. The only trading of consequence being the buying of Decembers by elevator houses, who sold May against their purchases. New factors were mainly bearish. During the late trading the market was easy, December closing at 31¼c, against 31¾c on Thursday.

Oats: Price—Dec., 31¼; May, 34⅛; July, 34.

BOSTON.—Oats: No. 1 white, 40½c; No. 2 white clipped, 39½c.

BUFFALO.—Oats: No. 2 white, 35¾c; No. 2 white clipped, 34¾c.

The Horse Market.

CHICAGO.—There has been an active trade recently in high-class extra heavy draft horses for shipment eastward, such descriptions being salable anywhere from \$275 to \$400 per head,

and farmers are getting handsome profits on such horses, but country shippers who buy from farmers and ship them to market do not usually fare so well, margins between country cost and prices paid by city purchasers being frequently rather small. There was an excessive supply of other kinds of horses last week, receipts showing big gains, and as bids in numerous instances were from \$15 to \$25 per head below country cost, horses intended for being auctioned off were withdrawn. Early in the week there was a good showing of drafters selling at \$240@265, but buying was less vigorous later. The holiday season tended to make a good demand for wagon horses for city delivery service, and there were good sales at \$140@200.

Present Conditions of Horse Trade.

Fiss, Doerr & Carroll Horse Co., in New York City, are probably the largest dealers in horses in the country, hence the state of their business ought to prove a sure index to conditions.

To appreciate the figures furnished by Mr. Carroll it should be understood that the company was formed in 1895. In the six months of the year following this the receipts of the company reached the then unexampled total of \$914,408.

Ten years later, or in 1906, the books disclosed receipts of \$4,719,957 from January to July, or an increase of more than five hundred per cent. in a decade. In the month of April alone the business ran to \$980,983, or considerably more than for the entire half year in 1896. The receipts for the first six months of 1907 reached a total of \$5,650,018, with two months in each of which the sales exceeded \$1,000,000.

Then came the panic, with its blighting effect on business of every kind. That it cut the horse business squarely in two is shown by the records for the first six months of 1908, when the receipts of the company fell to \$2,672,369. Horses, wagons and carriages were thrown on the market by the thousand at forced sales in the company's semi-weekly auctions, and during the next

year the demand for new material was at low ebb.

A gain of less than \$300,000 in receipts for the first six months of 1909 shows how slow was the recovery from the after effects of the panic, but a further gain in 1910, bringing the business of the company back almost to the level of 1905, affords proof that the present trend of the trade is in the right direction and that the worst is over.

FEEDING WORK HORSES PROPERLY.

A great many people do not realize the difference in size between the stomach of a horse and the stomach of an ox. The stomach of a large horse will not contain more than three or four gallons, while the rumen or paunch, the first division of the ox's stomach, will hold about sixty gallons. Consequently the horse must be fed a less quantity at a time and feed that is more concentrated.

A horse worked steadily and kept in good condition is apt to be in good appetite and to have good digestive powers. He only wants a little coarse food at a time. It takes him longer to eat his ration than the ox, because he must do all his chewing before swallowing the food, while the ox relies upon rumination to prepare its food for digestion.

I believe that most people feed too much rather than too little. About two pounds of hay and grain per day for each one hundred pounds of live weight is usually enough, to keep a horse in good working condition. When idle the amount of concentrates in the ration should be reduced one-third or one-half.

Oats is the best all-round grain for the work horse. It contains a larger proportion of the elements necessary for the making of muscle than any other grain, and produces more nerve and spirit. Bran should form an important part of the ration, and for economy's sake a portion may consist of corn, but a work horse cannot do his best on an exclusive ration of corn. Corn is all right for fattening, but the horse is intended for work and what he needs most is the kind of feed that will make muscle and give strength and endurance.

While oats is the best grain feed for the horse, that is no reason why it should be fed exclusively. A variety of feed is not only much relished by the horse, but is absolutely essential to his best condition. He will do better on a varied ration, even though it contains no more actual nutriment, because the variety appeals to his taste and that aids the process of digestion. Oats ought to form the basis of the ration, varied by the addition of bran, shorts, wheat, barley, corn and different kinds of roughage.

Hay should be fed twice a day and the amount should be less than the horse would naturally eat if left to his own inclination. Clean, bright clover hay makes the best roughage, but there may be such other roughage as can be obtained. When not at work the horse should be allowed the run of a good pasture.—W. H. Underwood in Indiana "Farmer."

Obituary

Fred. C. Hacker, one of the oldest members of the Chicago Commission Team Owners Association, died at his residence, 1908 Fulton street, Chicago, on the 10th of last month. He leaves a wife and eight children.

Mr. Adolph Chard, the president of the association while informing this paper of the sad event, writes:

"It grieves me very much to report the death of one of our oldest members, Fred. C. Hacker, who for over 30 years has been a familiar character upon the Randolph Street Market. He was a loyal member of our association, honored, respected and loved by all who knew him. We shall miss him from our midst. But his genial smile, the cordial grasp of his hand and his kindly words will ever be a pleasant memory with those who were acquainted with him. A large number of team owners attended Mr. Hacker's funeral to pay their last respects to our deceased brother.

"Two words in life that oft we speak,

"And often fill our soul with grief:

"Good Bye!"

NEW ENGLAND NEWS

New England Office, 79 Portland Street, Boston, W. D. Quimby, Manager.

BOSTON MEETING.

A regular meeting of the Team Owners Association was held on December 6th, at the Revere House, at 7 P. M., with 30 members and guests present. Dinner was served at 7.30, and when the inner man had been satisfied and cigars were lighted the President presented Dr. Rowley, who addressed the meeting at length on the desirability of having master truckmen and the drivers employed by them become members of the Society for the Prevention of Cruelty to Animals, believing that a great amount of good would result to all concerned if it could be brought about.

The meeting was called to order for business at 8.30, President Flanders in the chair.

The Secretary reported for the following committees: On signing for goods received from the various transportation companies—That checks would hereafter read "received in apparent order"—as soon as the present supply of stationery had been exhausted.

On "one dump delivery"—That one interview had been had with the transportation authorities and progress reported.

On "freer sanding of streets" in conjunction with the Work Horse Parade Association—That the matter had been put in proper shape and would be presented to the Superintendent of Streets within a day or two.

On "more sanitary watering troughs throughout the city" in conjunction with the Work Horse Parade Association and the N. S. P. C. A.—that no meeting of the joint committee had as yet been held.

On motion of Mr. Quimby it was voted that the Team Owners Association recommend that its members join the Society for the Prevention of Cruelty to Animals, and endeavor to influence their drivers to become members also, in accordance with the request of Dr. Rowley.

The following were appointed a committee to confer with Dr. Rowley in this connection,

as to methods that would produce the best results: Committee—Moss, Flanders, Williams, Breen and Stebbins.

There being no further business, the meeting adjourned at 10.30 P. M.

The feeding twice a day has proved excellent. We are getting the best results. No colic and horses are gaining.

There has been a Glander Proof Watering Trough invented in Boston, which the inventor guarantees will absolutely prevent the spreading of Glanders through watering troughs. If this is so, it will be of very great interest to everyone. Horse owners cannot be too careful in regard to the scattering of Glanders, as it is being distributed in their own barns to as great an extent prorata, as it is from watering troughs that are not sanitary.

Business is quiet and expected to remain so until after the New Year. W. D. Q.

BREED MORE HORSES.

That most excellent agricultural paper, The Rural New Yorker, is fully awake to the fact that the demand for good horses is fast running away from the supply and that farmers are in a position to take advantage of these conditions with the assurance of a more liberal margin of profit. The Rural New Yorker on this subject says: "If you think automobiles are spoiling the horse market, try to buy a good horse and see what it will cost! That is a good test, and you will be surprised to learn what is demanded."

For the past ten years this cry of death to the horse business has been raised. It frightened many farmers out of a good opportunity. Harness makers should talk this point. Stimulate horse breeding, as a method to increase the demand for harness.

Now wife shops carefully, indeed;
Notes well the shade,
And picks out stogies guaranteed
To never fade.

AMONG THE ASSOCIATIONS

Philadelphia, Pa.

At our regular meeting held last Thursday, we had our annual election, which resulted as follows: President, C. J. McDermitt; Vice President, M. J. Tracy; Treasurer, C. Gleeson; Financial Secretary, Theo. Gabrylewitz; Recording Secretary, C. Cosgrove; Executive Committee, H. C. Moore, D. Downs, Geo. Tallman, B. Devine, C. Farrell for the ensuing year. We had a very good attendance and a very good meeting.

Just at the present time, we have a great deal of snow to contend with, and you know what that means, keeps every man busy.

Nothing of especial importance to report at this writing.

Wishing you a very Merry Christmas and a Happy New Year, I remain,

Yours very truly,
THEO. GABRYLEWITZ, Secretary.

Grand Rapids, Mich.

At the regular monthly meeting of the Team Owners Association of Grand Rapids, held at the office of the DeGood Transfer Company, we discussed congested freight conditions at the depots and surrounding points, especially M. C. conditions at Hastings; also the matter of keeping up reasonable prices as there is just so much work to be done any way. We also discussed the advisability of trying out the two meal a day proposition, but it seemed to be the consensus of opinion regarding the latter matter that two meals a day would do for transfer or moving van horses but for coal or dirt hauling and heavy traffic of that nature, where horses were on the grind continually, three meals would be the proper thing and even four on heavy railroad grade work.

However, we would be much pleased to hear from other transfer firms regarding this matter in your next issue, as we think it is cer-

tainly the most interesting topic that has been brought to our notice for some time.

The writer obtained the price of a year's subscription to your valuable periodical last evening from the Otis H. Ryan Teaming Company, 35 Ellsworth avenue, so kindly send it to them until further notice, and greatly oblige.

The next meeting will be held at the Stonehouse Carting Company.

EVERETT M. RADCLIFF,
Secretary and Treasurer.

Chicago, Ills.

The regular meeting of the Chicago Commission Team Owners Association was held last month in the club room of the Briggs House. Owing to the absence of President Chad, George A. Probst, acted as chairman. After the disposal of routine business, the meeting decided to hold a smoker, and entertainment at the next gathering of the members. Mr. Probst was a guest at a meeting of the Team Owners Association in Milwaukee this week, and he reported upon his return that he had a very pleasant time.

With best wishes for a Merry Christmas to THE TEAM OWNERS REVIEW and all its readers, I remain,

ADOLPH CHARD.

St. Louis, Mo.

At our last regular meeting election of officers for the ensuing year took place. The results of the election were as follows: Col. Farwell Walton, president; B. Pagenkamper, vice president; A. J. Kuepfert, secretary; E. H. Kock, treasurer; J. P. Vahrenholt, sergeant-at-arms; F. F. Tirre, traffic manager. Executive Committee: C. Kaufman, George R. Jansen, J. J. Willems, William Koechig, Edward Weber.

After the election the members adjourned to a West-end café and partook of a luncheon with refreshments and cigars, which a committee had arranged for. A very pleasant evening was spent by the members present.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

During the month the freight haulers were very busy. Railroad depots for the last two or three weeks were kept open until 9 o'clock P. M. for the accommodation of handling the immense amount of freight that is being shipped out of our city at the present time.

Outside of a light snow about three inches, on the 5th day of December, St. Louis had very favorable weather, especially for the teaming at the present time. Our streets were kept in first-class condition during the year by the co-operation of our Association with our good friend, Hon. J. C. Travilla, Street Commissioner.

Wishing all Team Owners a Merry Christmas and a prosperous New Year, I am,
A. J. KUEPFERT, Secretary.

—
Quincy, Ills.

Our Association was formed less than a year ago, and is small, but all of the larger companies in our city are members. Some say, why did we not get together years before, as it has been a great benefit to us, and we are friends glad to see each other, and do one another a good turn when occasion presents itself. Our highly esteemed National President, Mr. Hupp. Tevis, came up from St. Louis December 13 and favored us with a very able address, much enjoyed by all present. The next day he accompanied a committee to wait upon the railway agents, in regard to the one-dump system, and in his pleasant, quiet way soon convinced them that we were only asking something to which we were entitled, and to-day the one-dump system is in vogue. Before quite often we would have to distribute a load of freight at four or five doors. I am very much interested in the article in your paper in regard to "two meals a day for horses." I think in many cases, horses receive more feed than is good for them, which was the case when I started in the business; we reduced meals some, and have not one-fourth the sickness we had. One of our members in this city for the last two months has discarded the noon meal. He tells me that his horses do not expect it.

C. W. BREITWIESER.

Cleveland, Ohio.

One of our members of the Cleveland Team Owners Association, No. 18, put a question why THE TEAM OWNERS REVIEW advocated the automobile question more than it did the horse or the team owner. That is his view of the book. I cited it different. Now, will you please answer this question by letter or through THE TEAM OWNERS REVIEW, whichever you like.

I will say for the Local, it is in a fair way for progress at the present time. It has 45 members in good standing and everything looks favorable for advance. We had a very nice entertainment last Friday, December 16, with a large attendance. Our initiation fee is \$5.00 at present.

I wish you a Merry Christmas.

C. F. BECKER, Secretary,

FREIGHT HANDLING.

Team Owners, Warehousemen and Shipping Clerks Meet To Discuss Plans of Cooperation In Freight Handling.

The traffic meeting at the board of trade rooms in Grand Rapids on December 8 last was largely attended and was characterized by a spirit of friendliness and a desire to be mutually helpful. In the company were the jobbers and manufacturers and their shipping clerks, local freight agents, foremen, and others from the freight houses, representatives of the trucking interests and others, and they briefly and frankly discussed their own troubles and told how these troubles could be made less if only the other fellows were more considerate. E. K. Prichett, chairman of the transportation committee, presided.

J. F. Morrison, traffic manager of the Grand Rapids Refrigerator Company, opened the discussion with the suggestion that traffic could be materially expedited if the road rules were adopted at the freight houses, compelling all teams to come from one direction; this would prevent congestion, confusion and delay. He also favored reducing the free time for incoming goods to remain at the station from five to two days; goods now are often

left at the station the full time and this not only congests the freight houses, but goods are often covered up and it takes time to dig them out.

D. O. Markley of the Northern line thought shipping clerks and freight house foremen should get together in conference to see how each can help the other in the interest of quicker and better service. Their interests are mutual and much can be accomplished by co-operation. The shipping clerks are partly at fault in dumping big piles of stuff into the freight houses at the last minute, without classification or arrangement. He thought goods should be sorted before leaving the store and if this were done much valuable time would be saved at the freight house. Shipments should be systematized, and when possible complete shipments should be made.

Harry R. Wells of the Security Transfer Company said classification of shipments as to consignee as not always possible because the goods often had to be loaded on the trucks according to character and weight. The trucks are loaded to carry to the best advantage and they are sorted at the station.

F. M. Briggs of the Pere Marquette said the mixed load argument did not apply to the manufacturers nor to all the jobbers. As much as possible all consignments to the same destination should be sorted when placed on the wagons, and this would make unloading at the freight house easier and quicker.

The shipping clerks for the Worden and Musselman Grocer Companies said this was not always possible because of the difference in the character of the goods and to the space such a plan would require in the warehouse.

William Logie asked what jobbers delayed in calling promptly for the incoming freight and Mr. Burns of the Pere Marquette said there is only one jobber in town who does not leave goods at the station longer than necessary and many of them do so to the limit, and this delays the prompt delivery of goods.

The shipping clerk for Rindge, Kalmbach, Logie & Co. explained his loading methods. It is necessary to put the big boxes at the bottom of the load and the smaller boxes on

top, and this prevents proper sorting. Mr. Potter of the Macey Company also explained his methods.

Foreman Irwin of the G. R. & I. advised the shipping clerks not to believe everything the teamsters tell them of being held up at the freight house; they often waste time unnecessarily and sometimes this is to avoid hauling another load. Road rules for approaching the freight houses would help, but he believed it would be hard to enforce them. The free time for leaving freight at the station should be reduced to 48 hours, and much time and annoyance would be saved if this were done.

E. M. Radcliffe, secretary of the Grand Rapids Team Owners Association, said the greatest delinquents are the grocers, who delay starting their wagons until the very last minute and then load them so heavily that they get stalled on the paved streets.

James DeGood, who does much of the grocer hauling, admitted that the last loads were often heavy, but this is usually due to a larger than expected last minute business that goes with the last load. He thought the railroads ought to have more freight house trucks.

E. A. Treadway of the Michigan Central and several others representing both the shippers and the railroads took part in the discussion.

Chairman Prichett suggested that the shipping clerks get together some afternoon and visit the freight houses in a body to see how things are done at that end of the line and that the railroad men should then get together for a return visit to the shipping clerks. The desire to co-operate is mutual, both sides recognize the benefits to be saved by working together, and this interchange of visits would establish a better understanding of the problems involved.

Wanted

Experienced transfer man as partner-manager, to take half interest in old established, profitable general transfer and livery, in live growing city of 35,000 to 40,000 population, about \$4,000 required. Right man can have ground floor proposition. Give age, experience and write now, care THE TEAM OWNERS REVIEW.

The Motor Truck and Automobiles

To Be a Truck Thoroughfare.

Secretary Day Baker of the recently organized Commercial Motor Vehicle Association of Boston states that this organization will at once inaugurate a strenuous campaign to reclaim Atlantic avenue as a great thoroughfare for trucking between the north and south ends of the city.

Elimination of all surface cars of Boston Elevated Railway will be sought through diversion of their passenger service to the overhead elevated structure, as well as an injunction against the use of the avenue by Union Freight Railroad during the daytime. The association's proposal is that a smooth pavement, especially suitable for contact with rubber tires of motor vehicles, be laid down directly beneath the elevated structure, and that the roadway on either side be paved with Belgian blocks.

Chairman Charles of the Boston Street Commissioners is working in conjunction with the association, and he has asked the support of the Boston Chamber of Commerce to effect the contemplated change.

Electric Truck Garage In St. Louis.

What is said to be the only garage exclusively for electric trucks outside of New York has been opened at Twentieth and Locust streets, St. Louis, by the Union Electric Light and Power Company. The experience of the company with its garage for electric pleasure vehicles has been highly satisfactory, and it is said that the number of vehicles of this class in St. Louis has grown from 11 to 375 in four years. The number of electric trucks in that city is placed at 150. The central station company is convinced that electric trucking is more economical than horse service, and its commercial engineers are prepared to give comparative estimates on trucking as applied to any kind of business.

Electric Vehicles In Duluth, Minn.

In spite of the heavy grades ascending the bluffs surrounding Duluth, the thirty or more electric vehicles in use in that city give their owners the best of service. The Duluth Edison Electric Company has made a special rate to owners of electric automobiles charging their cars in their own garages. For this purpose a separate meter is installed, and a charge made of 5 cents per k.w.-hour for all energy consumed, with a minimum bill of \$4 per month. The company's distribution lines are all alternating current, and to those requiring converting apparatus it offers to furnish and install an automobile mercury-arc charging outfit complete for \$212. The rate for "boarding" a car at the public garages in Duluth is \$25 a month, including care and delivery.

Prices On Motor Truck Tires Drop.

Preparations for a general cut in the price of solid rubber motor truck tires are being made by several factories, it is said. The Firestone Tire and Rubber Company has issued a circular letter quoting 10 per cent. off former prices on the regular side-wire tires. The drop in the crude rubber market which is bringing about a general readjustment of tire prices is due to the refusal of American rubber manufacturers to buy at the recent inflated prices demanded by London speculators.

Eleven Reasons Why Horses Should Be Replaced By Machines.

In its selling campaign the Studebaker Company gives eleven reasons why business men should replace their horsed vehicles with machines: (1) Cost less to maintain. (2) Cut down stable space required to one-half. (3) Require fewer caretakers and cut down expense of drivers and wagon boys. (4) Give

greater length of service. (5) Each does the work of at least two horse-vehicles, and sometimes three. (6) Working hours of a day not limited. (7) Less hampered and delayed in congested traffic. (8) Require less space for loading; save time in loading and unloading; hold more. (9) More clean and sanitary—insure delivery of packages in same condition as they leave the store. (10) Make possible extension of free delivery limits at a lower cost. (11) An indication of progressiveness, and a good advertisement.

Automobile Industry In 1910 and 1911.

Secretary Alfred Reeves of the Association of Licensed Automobile Manufacturers says:

"The motor car trade, except for a few concerns, is in excellent condition. Business during the past 12 months has increased more than 100 per cent., but there has come to be a feeling that the output of 180,000 to 190,000 cars a year now achieved is a normal de-

mand for this country, and that to produce more would be poor policy.

"For this reason almost all American makers are planning their 1911 output on a conservative basis. Many of them propose to decrease their outturn of touring cars and increase the commercial vehicle end of their business. There are now more than 8,000 dealers in the United States selling automobiles, and, with the great western trade growing faster every day, there is reason to believe that the coming year should be fully as prosperous for automobile makers as 1910. Unsubstantial ideas formerly prevalent in car manufacture have been eliminated, and selling is now on as sound a basis as in older-established industries.

"The second-hand car problem will require a better method of distribution than has yet been evolved. There is, however, a call for all the second-hand cars if they are sent away from trade centers into the smaller towns."

The Selden Association, which includes

Every Horse Owner Wants **Walpole** Rubber Heels For Horses

Because they make it possible to overcome the most stubborn cases of soreness, tenderness, bruises or corns.

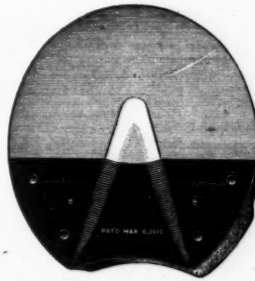
Walpole Rubber Heels are as much superior to so-called hoof pads or bar shoes as pneumatic tires are to solid tires.

The patent spring steel plate fits the heel in a firm, even way. Also reinforces the rubber heel so that it will withstand water, snow or slush—cannot become soft and work up on to the tender spots, bruises or corns, thus causing lameness.



Here are Two Illustrations of the Walpole Rubber Heels—Shoe Side and Hoof Side.

Note the spring steel plate on the hoof side, a feature lacking in all other so-called hoof pads. This is what keeps the foot firm and even—a relief to "sore spots" and eliminates all undue pressure upon the frog, also prevents the rubber from breaking near the heel or becoming floppy.



Other so-called pads have no reinforcement and offer little resistance to water. They quickly become floppy and annoying to the horse. The spring steel plate not only overcomes this fault but serves as a protection also to the rubber heel, therefore giving much longer wear.

In short the WALPOLE Rubber Heels keep the foot as nature intended—properly supporting the arch or frog—allowing the joints to flex in a natural way.

Be the first in your locality to offer your customers the great advantage of the WALPOLE Rubber Heels for Horses. Send us a sample order to-day.

WALPOLE RUBBER CO., 185 Summer Street, Boston, Mass.

about 85 per cent. of all cars made in this country, estimates that there were produced in the United States during the past year 190,000 cars, valued at \$225,000,000, of which number 6,000 were strictly commercial cars and 4,000 merchandise trucks. The balance of 180,000 cars are being used partly for pleasure, but to a large extent for business purposes. There are at present some 300 producing companies in this country, and 100 of these made 50 cars or more in the past 12 months.

In the following table the number of producing companies is shown for a series of years, together with the approximate number of cars manufactured and their value:

Year.	Cos.	Cars Built.	Value of Prod.
1911.....	*300	*185,000	*\$210,000,000
1910.....	300	190,000	225,000,000
1909.....	270	82,000	98,400,000
1908.....	251	55,400	83,100,000
1907.....	171	20,100	40,200,000
1899.....	30	600	1,290,000
1895.....	5	70	157,000

*Estimated.

At present there are about 400,000 cars in use in this country, valued at approximately \$600,000,000. Automobile output for 1911 is not expected to exceed that of 1910. It is estimated 25,000 freight-carrying vehicles will be made during the coming year.

After an excellent 1910 spring selling season, trade fell off about the first of July for three months, during which period there were sold probably not over 25,000 cars. There has been more or less price-cutting during the year, confined chiefly to the smaller concerns. The 85 companies now operating under the Selden patent compare with 44 last year, 35 in 1907 and 25 in 1905. This increase resulted from a decision of the United States Circuit Court sustaining the patent, but the Ford Motor Company is still fighting its case on appeal to the Supreme Court.

Contest Between Horse and Automobile.

An interesting and instructive contest was held recently by the Maxwell-Briscoe Motor Company, between a horse and buggy and an automobile, with the sanction of the A. A. A. Contest Board. The object was to ascertain the relative cost of upkeep, and obtain an authentic basis for computing their comparative economy.

The test extended over six days, over routes which provided a fair average of road and traffic conditions. The automobile was a Maxwell Model Q 4-cylinder runabout, and two observers alternated in riding in it and the buggy.

Gasoline and oil were the only items of cost and these were incurred along the route for the purpose of striking a fair average of retail prices. Since the horse was also "touring," the feed was purchased in the same

MICA

AXLE GREASE

The Grease That
Stays On—
Never Rubs Off or Gums

Mica Axle Grease forms an almost permanent coating of mica on the spindle and axle box. It is the ideal wagon lubricant.



Dealers everywhere.

For Sale By

The Atlantic Refining Co.

(Incorporated)

PHILADELPHIA, PA.

PITTSBURGH, PA.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

manner to get liverymen's average price for feeding a transient boarder. Therefore, neither side had the advantage of wholesale prices and the figures show accurate touring conditions.

Twenty per cent. depreciation per year is allowed in the case of the automobile, on a basis of 10,000 miles per year. This amounts to \$180 a year, or .018 per mile. Depreciation on the wagon, harness and horse is based upon an original cost of \$275, the outfit lasting ten years and supposedly capable of 10 miles' travel every day, making the depreciation per mile .0075. Following are the summaries of mileage, disbursements, and depreciation on each vehicle:

AUTOMOBILE.				
Day.	Miles.	Gasoline.	Oil.	Cost.
1	67.4	5 gal.	1 pt.	\$1.00
2	76.1	5 gal.	1½ pt.	.92
3	76.3	6½ gal.	1 pt.	1.12
4	80.	5¾ gal.	1 pt.	1.00
5	82.8	5½ gal.	1 pt.	1.07
6	75.3	5 gal.	1 pt.	1.09
457.9 Miles at cost of.....				\$6.20
Repairs				00
Depreciation				8.24
Total cost				\$14.44
Cost per mile0315
Per passenger mile0157

HORSE AND BUGGY.				
Day.	Miles.	Oats.	Hay.	Cost.
1	28.8	12 qts.	20 lbs.	\$0.95
2	35.5	12 qts.	20 lbs.	.95
3	31.2	12 qts.	20 lbs.	.95
4	35.8	12 qts.	20 lbs.	.95
5	34.4	12 qts.	20 lbs.	.95
6	31.6	12 qts.	20 lbs.	.95
197.3 Miles at cost of				\$5.80
Repairs				00
Depreciation				1.47
Total cost				\$7.27
Cost per mile0368
Per passenger mile0184

As in every test certain factors must be assumed. In this one it is held that the cost of shoeing, bedding and wagon grease will more than offset the omission of grease charges from the automobile's operating cost. In fact, the cost of shoeing a horse only once would buy enough of the best grease to run a Maxwell automobile for a whole year. These costs, distributed over the actual mileage for each vehicle, bring the automobile net cost per passenger mile well within the two-cent-a-mile guarantee established by the Maxwell-Briscoe Motor Company.

"ON GUARD."

The Binyon Transfer and Storage Company of Fort Worth, Texas, is sending out one of the finest wall calendars that has ever come into this office. At the top it has a beautiful reproduction of the well known masterpiece "On Guard," showing a magnificent lion with his family on a promontory in the desert lands of Africa. It is a fine piece of work and reflects great credit on this teaming firm.

CORDIAL GREETINGS FROM CINCINNATI.

A "Merry Christmas" and a "Happy New Year" to you, to THE TEAM OWNERS REVIEW and the National Association, and long may you all live.

GEORGE REICHEL.

Always Satisfactory, Wouldn't Keep Stock Without It.

R. R. 1, Orange, Calif., May 25, 1909.
Dr. B. J. Kendall Co.

Dear Sirs:—Will you kindly mail me your Treatise on the Horse. I have used Kendall's Spavin Cure to some extent and have always found it satisfactory. *I wouldn't keep stock without it.*

Yours truly,
ELMER L. URSCHER.

The Globe Storage and Moving Company of Kansas City is distributing among friends and customers a very useful blotting pad with celluloid cover.

LARGE HARNESS CONTRACT.

The Perkins-Campbell Company, Cincinnati, O., has received the largest harness order ever placed in the United States by any foreign government. The order came from the government of Cuba through the Havana connections of this firm. It called for eight battery equipments, and for the officers' horse outfit. Each battery outfit complete means 49 sets of harness. In all 392 sets were called for. The "special tropical tannage" harness leather made by the N. R. Allen's Sons Company was specified.

Best on Market For Spavins.

936 Long Beach Ave.,

Los Angeles, Calif., May 24, 1909.

Dr. B. J. Kendall Co.

Dear Sirs:—Enclosed find stamp for which please send me your valuable Treatise on the Horse. I have used one bottle of your Spavin Cure, and think it is the *best thing on the market for Spavins.*

Yours truly,

P. B. JOHNSON.

ADVERTISERS DIRECTORY

AXLES.

Cleveland Axle Mfg. Co.
Timken Roller Bearing Axle Co.

AXLE GREASE.

Frazer Lubricator Co.
Dixon Crucible Co.
The Atlantic Refining Co.

COVERS.

Pittsburg Waterproof Co.
Fulton Bag & Cotton Mills Co.

DRAYS AND TRUCKS.

The Auburn Wagon Co.

DRAFT SPRINGS.

Beecher Draft Spring Co.

FIFTH WHEELS.

Empire Roller Fifth Wheel Wks.

GEARS.

Akron Selle Co.

HELVE HAMMERS.

The West Tire Setter Co.

HAMES.

U. S. Hame Co.

MOTOR TRUCKS.

The White Company.

POLISH.

U. S. Metal Polish.

PIANO MOVERS.

Sycamore Wagon Works.

REMEDIES.

Parke, Davis & Co.
Dr. B. J. Kendall Co.

RUBBER HEELS FOR HORSES.

Walpole Rubber Co.

STABLE SUPPLIES.

Gibson Oat Crusher Co.
Taber Pump Co.
W. L. McCullough Co.
C. A. Myers Co.

STATIONERY.

The Myers & Shinkle Co.

TIRE HEATER.

Rochester Tire Heater Co.

TIRE SETTERS.

The West Tire Setter Co.

*In answering advertisements please mention
THE TEAM OWNERS REVIEW.*



The Myers & Shinkle Co.

711 Liberty Street,
PITTSBURGH, PA.

DRAY RECEIPTS
RAILROAD RECEIPTS
ORDER SHEETS
BLANKS
BOOKLETS
BILL HEADS
LETTER HEADS
Etc., Etc.

TELEPHONES:

P. & A. . . . 1056 Main
C. D. & P. . . 259 Grant

DRAY BOOKS
BINDERS
ALUMINUM ORDER
and
RECEIPT HOLDERS
BLANK BOOKS
INKS, PENCILS, PENS
Etc., Etc.

Cheap Axle Grease Isn't Economical

Cheap and economical
do not mean the same.

Economy compares service with
Price—and economy indicates

Dixon's Graphite Axle Grease

Every Time.

Sample 176-I—FREE.

JOSEPH DIXON CRUCIBLE CO.,
Jersey City, N. J.

REPAIR YOUR OWN HARNESS

Myer's Lock Stitch Awl repairs quickly and perfectly anything that can be sewed together. Mends torn and broken harness, blankets, robes, saddles, tops, etc. It stitches both sides with a lock stitch that can't break or pull out; works like a sewing machine.

MYER'S LOCK STITCH AWL

will save you many a dollar in repair bills. It is always ready—you can make your repairs in a jiffy—so that you need never be without the use of your harness, etc. Strong and durable.

Costs only \$1 prepaid. Get one to-day.

AGENTS—You can make big money by our improved selling plan.

C. A. MYERS CO., 6305 Lexington Avenue,
Chicago.



AN ADVERTISEMENT

IN THE

TEAM OWNERS REVIEW

IS WORTH

ALL IT COSTS—THEN SOME

Write For Rates

TRANSFER COMPANIES' DIRECTORY.

Names and Addresses of Prominent Transfer Firms and Forwarders of Freight From All Parts of the Country.

AURORA, ILL.

Thompson Transfer & Storage Co.

Office, 67 S. Broadway.

Storage, Draying, Packing and Freight Hauling
A Specialty.

Reduced rates South West and North West.

BOSTON, MASS.

BOSTON

Forwarding & Transfer Co.

General Offices, 310 Congress Street,

Recognized Forwarding Agents,

BOSTON, MASS.

"WE MOVE EVERYTHING."

R.S. Brine Transportation Co.

43 India Street,

TRUCKING, FORWARDING AND RIGGING,

BUFFALO, N. Y.

**THE BUFFALO STORAGE
AND CARTING CO.**

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

BUFFALO, N. Y.

Niagara Carting Co.

223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE,

Transferring Car Load a Specialty.

BUFFALO, N. Y.

O. J. Glenn & Son

EVERYTHING IN THE LINE OF MOVING,

CARTING, PACKING, STORAGE.

Office, 44 Church Street.

CANTON, OHIO.

Cummins Storage Co.

310 East Ninth Street,

STORAGE, DRAYING, PACKING AND

FREIGHT HANDLING A SPECIALTY.

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Shippers of Household Goods and Emigrant Movables Only. Reduced Rates to Pacific Coast & Colorado

Offices—First National Bank Building, Chicago, Ill.

146 So. Broadway, Los Angeles, Cal.

12th and Mission Sts., San Francisco, Cal.

1212 Broadway, Oakland, Cal.

CINCINNATI, OHIO.

**THE
MERCHANTS DRAYAGE CO.**

Special attention given to the distribution of Carload freight.

Phone 1683. Office, No. 6 W. Third St.

CINCINNATI, OHIO

FENTON

Transfer and Rigging Co.

441, 443, 445 & 447 East Pearl St.

We have 92 wagons of all descriptions.

Telephones: Canal 970 & 971

Sunday and Night Call, Canal 2816-x

CLEVELAND, OHIO

**The General Cartage
and Storage Company.**

No. 1111 Superior Viaduct.

CARTAGE, STORAGE & PARCEL DELIVERY

Car Loads Distributed and Forwarded,

COLUMBUS, OHIO.

"We Deliver The Goods"

The American Delivery Co

352 N. High St.

Transfer. Storage.

Forwarding.

H. G. Stouffer, Manager.

DENVER, COL.

PECK DELIVERY COMPANY

S. C. PECK, Proprietor.

Manufacturers' Agents and Distributors.

STORAGE, PACKAGE DELIVERY.

Distribution of Large or Small Consignments a specialty.

DENVER, COL.

**THE WEICKER
TRANSFER AND STORAGE COMPANY,**

Office, 1038 Seventeenth St.

Warehouses, { 1133-37 Ninth Street.

{ 1429-39 Wewatta Street.

Distribution of Car Lots a Specialty.

DES MOINES, IOWA.

**BLUE LINE TRANSFER
& STORAGE COMPANY.**

GENERAL STORAGE, CARTING,
PACKING AND SHIPPING.

FIRE PROOF WAREHOUSES

DES MOINES, IOWA.

**MERCHANTS TRANSFER AND
STORAGE CO.**

WAREHOUSEMEN

AND

FORWARDERS.

General Offices: . . . Union Station

DETROIT, MICH.

THE READING TRUCK CO.

Office & Warehouse, Sixth & Congress Sts.

GENERAL CARTAGE AGENTS,

For Wabash and Canadian Pacific Railways.

SUPERIOR FACILITIES FOR HAULING AND

ERECTING ALL KINDS OF MACHINERY.

EL PASO, TEXAS.

Pomeroy's

El Paso Transfer Co.

Offices: 300 to 310A South Oregon Street,

and Union Passenger Depot.

General Transfer and Heavy Trucking of all kinds

Storage. Large or small consignments

given prompt attention.

ERIE, PA.

**THE ERIE STORAGE
AND CARTING CO.**

Two Warehouses located on

Trackage of L. S. & M. S. R. R.

The Only Exclusive Warehousemen.

FORT WAYNE, IND;

Brown Trucking Co.

Moving, Carting, Storage and

Distributing,

125 W. Columbia Street.

FORT WORTH, TEXAS.

BINYON TRANSFER & STORAGE CO.

FRONT AND THROCKMORTON STS.

Receivers and Forwarders of Mer-

chandise, Furniture Stored, Packed

Shipped and Moved.

Hauling of Safes, Machinery and Freight

a Specialty. Telephones 187-

When answering advertisements please mention THE TEAM OWNERS REVIEW.

TRANSFER COMPANIES' DIRECTORY—Continued.

HARTFORD, CONN.

The Bill Brothers Co.

TRANSFER & STORAGE,
Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc.
STORAGE WAREHOUSES with separate apartments for Household Goods, and Railroad Siding for Carload Shipments

HELENA, MONT.

Benson, Carpenter & Co.

RECEIVERS & FORWARDERS
Freight Transfer and Storage Warehouse
Handling "Pool" Cars a Specialty
TRACKAGE FACILITIES

HOLYOKE, MASS.

THE

Sheldon Transfer Co.

Express Trucking, Heavy Teaming,
General Forwarders.

LEOMINSTER, MASS.

W. K. MORSE,

Light and Heavy Trucking of All Kinds,
Office and Stables, rear 83 Mechanic St.
Residence, 147 Whitney St.

McKEESPORT, PA.

McKeesport Transfer & Delivery Co.

S. BIDDLESTONE, Pres.

SHIPPING & FORWARDING AGTS.

MANSFIELD, OHIO.

COTTER**Transfer and Storage Co.**

General Hauling and Storage.

MILWAUKEE, WIS.

Kinsella Transfer Co.

617 CLINTON ST.

WE MOVE EVERYTHING.
ALL KINDS OF TEAMING.

MINNEAPOLIS, MINN.

**CAMERON'S
Transfer & Storage Co.**

200 Nicollet Avenue.

Unsurpassed facilities for Storing.
Handling, Transferring and
Forwarding Merchandise
and Household Goods.

NEW HAVEN, CONN.

The Peck & Bishop Co.,

Offices, 183-185 Orange St., 25 Union St., Passenger Depot.

Best of Facilities for Moving Furniture, Pianos, Safes, Machinery, Etc.
STORAGE WAREHOUSE.

NEW LONDON, CONN.

B. B. GARDNER,

18 Blackhall Street,

Piano and Furniture Packer,
Mover and Shipper.
Safe Mover.
Freight and Baggage Transfer.
STORAGE.

NEW YORK, N. Y.

The Meade Transfer Co.

GENERAL

FREIGHT FORWARDERS.

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
MAIN OFFICE, P. R. R. PIER, 1 N. R.

OIL CITY, PA.

CARNAHAN**TRANSFER & STORAGE CO.**

STORAGE AND PACKING.
PIANO MOVING A SPECIALTY.

PITTSBURGH, PA.

**HAUGH & KEENAN,
Storage and Transfer Co.**

Centre and Euclid, E. E.

PITTSBURG, PA.

W. A. Hoeveler Storage Co.

General Office, 1150 Penn Ave.

Packers, Movers, Storers and Shippers of Works
of Art, Furniture and Household Goods.

PITTSBURG, PA.

Weber Express & Storage Co.

4620 Henry Street,

Moving, Packing and Storing of
Furniture and Pianos.
General Hauling.

PITTSBURGH, PA.

Blanck's Transfer & Storage Co.MOVING, PACKING AND STORING
BAGGAGE & FREIGHT DELIVERY

Carriages and Copes for Weddings, Receptions,
Parties, & C.

Bell Phones, 2288 & 169 Hiland P. & A. 169 East
OFFICE, 6344 PENN AVENUE, E. E.

PITTSBURGH, PA.

SHIELDS**Transfer & Storage Co.**

General Office, 4759 Liberty Avenue,
Packers, Movers, Storers and Shippers of
Furniture, Pianos and all classes
of Household Goods.

PITTSBURGH, PA.

818 W. Diamond St, North Side.

J. O'NEIL

Express and Storage,
Unsurpassed Facilities for Storing,
Handling, Transferring and
Forwarding Goods.

PITTSBURGH, PA.

SHERRY TRANSFER**MOVING & GENERAL HAULING**

Office 945 Penn Avenue,

J. T. SHERRY.

PORTLAND, MAINE.

CHASE TRANSFER CO.

GENERAL FORWARDING AGENTS

Eastern Steamship Co., Maine Steamship
Co., Grand Trunk Ry.
Special attention to Carload Consignment.

FRANKLIN WHARF.

PORTLAND, ORE.

**NORTHWESTERN TRANSFER
COMPANY,**

64 and 66 Front St.

General Forwarding Agents,

Special Attention Given To Pool Cars.

ROCKFORD, ILL.

Red Line Transfer & Storage.

M. H. LORDEN, Prop.

We Store, Pack and Ship Household Goods
on Short Notice. Pianos a Specialty.
Local Agents of the American Forwarding Co.

OFFICE: 318 S. Main St. WAREHOUSE:
206-214 N. Water St.

SAN ANTONIA, TEX.

HENRY C. RIPS,

304 EAST SIDE ALAMO PLAZA.

Piano, Furniture Moving, Packing,
Storing; Correspondence Solicited.

SCRANTON, PA.

G. W. Brown

Office: Lackawanna and Cliff Streets,

DRAYMAN AND RIGBER,

Largest and Most Complete Warehouse in
N. E. Pennsylvania.
STORING, TRANSFERRING AND FORWARDING

When answering advertisements please mention THE TEAM OWNERS REVIEW.

TRANSFER COMPANIES' DIRECTORY.—Continued.

<p>ST. LOUIS, MO. COLUMBIA TRANSFER CO.. Special attention given to the distribution of car load freight. Depots: St. Louis, Mo., & East St. Louis, Ill.</p>	<p>ST. LOUIS, MO. ST. LOUIS Transfer Company, 400 South Broadway, Agents for All Railroads Terminating at East St. Louis and St. Louis,</p>	<p>TRENTON, N. J. Petry's Express and Delivery HEAVY TRUCKING, Piano and Furniture Moving, Baggage Transferred and Delivered. Light Delivery Work and Distributing a specialty. Office: 320 E. State St. L. D. Phone. 451</p>
<p>ST. LOUIS, MO. St. Louis Express Co. 614 South Sixth St. Farwell Walton, . . . President.</p>	<p>TOLEDO, OHIO. The Toledo Warehouse Co. "Quick Shippers" Agricultural Implements, and all kinds of Merchandise, transferred and stored. Three Warehouses on the Toledo Terminal Railroad Co.</p>	
How	About	Your
Card	For	Our
Next	Month's	Issue ?

When answering advertisements please mention THE TEAM OWNERS REVIEW.

THE TEAM OWNERS REVIEW.

MOTOR TRUCK MANUFACTURERS

Every manufacturer of Motor Trucks is naturally desirous of bringing the particular advantages of his truck to the attention of firms that

USE MOTOR TRUCKS.

TO OVERLOOK THIS FACT IS PALPABLY A COSTLY MISTAKE.

The TEAM OWNERS REVIEW is the only advertising medium which exclusively circulates among a class of firms, all of whom are possible users of motor trucks; such as Transfer Companies, Express Companies, Department Houses, Wholesale Houses, Warehousemen, Piano Movers, Furniture Movers, Teaming Firms, Hauling Companies, etc.

Is it not reasonable to assume that with an advertisement in this paper you will reach these prospective users of the motor truck

**QUICKER,
SURER,**

and at a **LESS COST**, than any other way?

Try it and be convinced.

Advertisng rates on application.

THE TEAM OWNERS REVIEW,

705 Renshaw Building,

PITTSBURGH, PA., U. S. A.

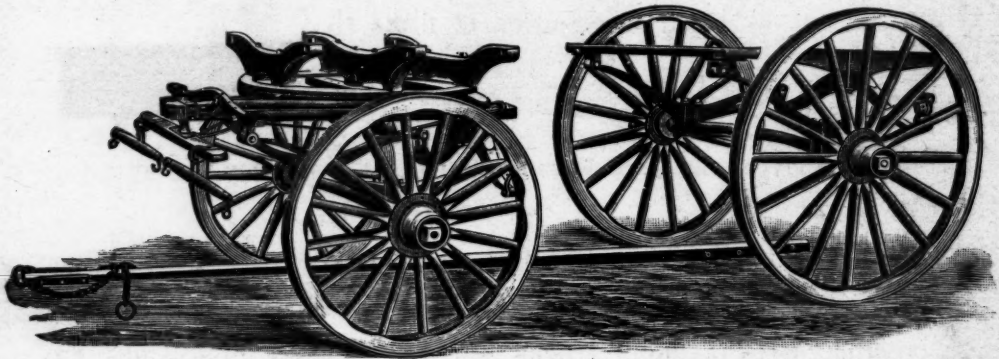
When answering advertisements please mention THE TEAM OWNERS REVIEW.

THE TEAM OWNERS REVIEW.

WHAT CAN WE DO FOR YOU?

Are you planning one or more new wagons for your Spring business? Why not have exactly what you want, specially adapted to your local conditions? As manufacturers of Spring Wagon Gears, Wagons and Wagon Specialties we are exceptionally well equipped to give you exactly what you want.

Our Gears have been thoroughly tried out under the severest and most practical tests, and are conceded by qualified, fair-minded judges to be the most substantial gears in use to-day.



One of our many Selle Gears. Clipped up with springs, axles, wheels and Top Gear. All ready to receive the body. Can furnish either Sarven or Warner Wheels, any height desired.

None but first-class selected timber, Norway and refined iron bolts and clips, are used in the construction of our gears. In our clipped up work we use oil-tempered springs, plain or ribbed, and Concord Express Axles with hardened spindles and boxes.

We are also prepared to furnish top gear and spring bars attached to gear, ready to receive body, if desired: also wheels, poles and eveners, shafts, etc., ironed complete, wrought iron spring blocks, end gate irons, etc.

What can we do for you? We cannot begin to tell you here. We shall not attempt it. We shall only urge you to write for our free handy booklet, Catalogue No. 13, entitled "Spring Wagon Gears and Wagons." It is a convenient size, 4 x 6½, for the pocket or desk, contains 226 pages, copiously illustrated; tells you "How to select a proper size of Gear," directions for ordering, about our reasonable prices, in fact, contains so much information of value to the owner of any kind of wagon, light or heavy, that you

SHOULD WRITE TO-DAY

for a copy (free for asking.) You will also find in this most interesting, money-saving book our guarantee: One year from date of purchase.

Will you not put up your problem to us before purchasing any new wagon this fall? Write us fully, write us now, and we will send you our fully illustrated booklet with our answer.

The Akron-Selle Co., Akron, Ohio.

We build Heavy Wagons for all purposes.

Write to-day for the Illustrated Catalogue No. 5.